

# **Conventional Ammunition Demilitarization: 5 Year IDIQ II Contract Presolicitation Conference**

**HQ, Joint Munitions Command (JMC)**



***JMC - On the Line***



# Agenda

- ✓ **Government presentation on IDIQ II**
  - ✓ 30 minutes
- ✓ **Break 30 minutes**
  - ✓ 15 minutes for offerors to prepare questions
  - ✓ 15 minutes for government review
- ✓ **Address Written Questions**
  - ✓ 45 minutes or longer if needed



# **ID/IQ II Presolicitation Conference**

- ◆ **Ordering period for the current ID/IQ Conventional Ammunition Demilitarization contract ends in May 2004.**



- ◆ **What is next?**

**“ID/IQ II - The Next Generation”**

- ◆ **Planning for the next multi-year, multiple award contracts is underway.**



# Initiation of Market Research for ID/IQ II

- ◆ **Anticipated IDIQ II Issues:**
  - ◆ Which assets will be included?
  - ◆ What is the proposal acquisition structure?
  - ◆ What is the planned timeline of events?
  - ◆ Other acquisition issues?
  - ◆ Where can you go to participate in the process?





# **Projected Ammunition Families for ID/IQ II**

- **Bulk Propellant**
- **ICM Projectiles**
- **Explosive D Loaded Munitions**
- **Pyrotechnics**
- **Propelling Charges**
- **Fuzes**
- **Bombs**
- **HE Cartridges**
- ***NO SMALL CALIBER - at this time***
- **Possible inclusions: DU rounds, CBU's**
- **Interested in industry suggestions on munitions to possibly include**



# **Anticipated Evaluation Factors for ID/IQ II Award**

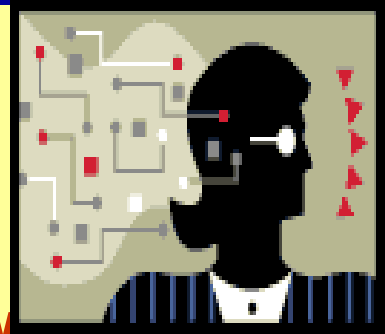
- ◆ **Past Performance** (how well has work been accomplished)
- ◆ **Experience** (what work was accomplished)
- ◆ **Cost/Price**
- ◆ **Technological Approach**
- ◆ **Organization and Key Personnel**
- ◆ **Emphasis on Recycling of Materials**
- ◆ **Small Business Objectives**
- ◆ **Financial Health**





# **Areas of Consideration in the IDIQ II Solicitation Process**

- ◆ **Best Value award basis**
- ◆ **Oral Presentations/Discussions**
- ◆ **Start Up Costs?**
  - ◆ **Only costs for personal property allowed**
  - ◆ **Direct costs only**
- ◆ **Out year Pricing Strategies/Quantities**
  - ◆ **Ranges, Price Curves, Economic Price Adjustment**
    - ◆ **see FAR 16.203**
- ◆ **Partnering?**
- ◆ **Request industry feedback on Start Up Costs and Partnering issues**





# **Timeline for IDIQ II Acquisition Process**

- ◆ **APR 03 - Begin solicitation review process**
- ◆ **MAY 03 - Advance planning briefing to Industry & initiating market research**
- ◆ **JUL - 03 Pre-Solicitation Conference**
- ◆ **AUG - 03 Comments from Industry**
- ◆ **SEP - 03 Completion of Industry comments and begin assembling Request for Proposals (RFP)**
- ◆ **Draft RFP posted on the JMC site for comment**
- ◆ **NOV - 03 RFP released**





# **Acquisition Timeline - Cont'd**

- ♦ **JAN 04 - RFP closes**
- ♦ **FEB 04 - Oral Presentations**
- ♦ **APR 04 - Negotiations/Clarifications and Discussions**
- ♦ **JUN 04 - Source Selection Authority (SSA) Decision**
- ♦ **AUG 04 - IDIQ II Contract Award**
- ♦ **SEP 04 - IDIQ II Debriefs**
- ♦ **OCT 04 - First Task Order Evaluation**





# Issues

## ID/IQ I vs. ID/IQ II

- ✓ **Structure of proposal**
  - **Past Performance**
  - **Experience**
  - **Cost/Price**
    - **Sample Asset Listing?**
      - **Representative of Task Order I**
      - **Basis IDIQ II selection**
    - **Annual pricing sheets?**
    - **Start-up costs?**
      - **Part of the pricing proposal**
      - **GFP evaluation factors apply**
- ✓ **Oral Presentations**
- ✓ **Small Business Considerations?**
- ✓ **Partnering?**
- ✓ **Out Year Orders**
- ✓ **Request industry input on Cost Factors, and Partnering, and SBA**



# Fundamental Structure of Proposal

Evaluation Format	Factors	Information
Past Performance questionnaire		Digital Submission from
Experience template		Digital Submission from a
Organization & Key Personnel template		Digital Submission from a
Technical Approach		Oral Presentation
New Technology/ Process Implementation		Electronic Template
Cost/Price		Electronic Template
Financial Health*		GO/NO GO Based on Financial Submissions



# Past Performance

- ✓ **Considers all team or JV members and “predecessors”**
- ✓ **Use templates provided**
  - **List of Relevant Contract Experience**
  - **Contract References**
  - **Summary of Non-Compliances? T4Ds?**
- ✓ **Digital/Electronic Submission**



# Experience

- ✓ **Demilitarization Experience**
- ✓ **Organizational Approach**
- ✓ **Key Personnel**
  - **Denote senior management at the prime contractor level**
  - **Denote senior leader at the major subcontractor level**
- ✓ **New Technology/Process Implementation?**
- ✓ **Follow resume format**
- ✓ **Request Industry Feedback on New Technology/Process Implementation Issues**



# **New Technology/Process Implementation ?**

- ✓ **Cost reimbursable, no fee, with ceiling**
- ✓ **Implementation cost, not for development**
- ✓ **Technically evaluated as part of initial proposal No cost information required with initial proposal**
- ✓ **Again request industry feedback on this issue**



# **Cost/Price Data Submission**

- ✓ **Use pricing sheets:**
  - **Asset Demilitarization Pricing Sheets**
  - **Start-Up Summary Cost Sheet**
  - **Cost Spreadsheet Templates provided with RFP**
  - **Digital/Electronic Submission**



# Example Year One Pricing

DAAA09-98-R-0001 Attachment 6 - Page 9

## HE Cartridges & Projectiles

1st Year

NAME OF OFFEROR OR CONTRACTOR

ItemNumber	NSN	DODIC	Supplies/Services	Quantity	Unit	Unit Price
0001AI	1315010638832	C518	CARTRIDGE,105 MILLI	6,941	RDS	
	1315012118411	C697	CARTRIDGE 4.2 IN: MORTAR HEW/O F	22,553	RDS	
	1315000074882	C699	CARTRIDGE 4.2 IN: MORTAR HEW/O F	12,630	RDS	
	1310009634061	B534	CARTRIDGE 40MM: M576 F/GRENADE LA	72,278	RDS	
	1315005557391	C136	CARTRIDGE,3 INCH 50	21,685	RDS	
				<b>Total Quantity*</b>		<b>Composite Unit Price</b>
				153,899	RDS	

\*Total Quantity represents the assets that each contractor will receive as shown in Attachment 1.

These NSNs and corresponding DODICs will be the bulk of the family.

Please provide a Unit Price for the NSNs and corresponding DODICs listed and a Composite Unit Price for the entire family.

The Composite Unit Price multiplied by the Total Quantity will be used to determine the total cost to the Government.

Funding will be based on the Total Quantity.

Location : Type the location where assets will be denilitarized. If multiple locations are used for this family,  
please specify which assets will be processed at which location?



# Example Out-Year Pricing

DAAA09-98-R-0001 Attachment 6 - Page 11					
<b>HE ICM Projectiles</b>					
NAME OF OFFEROR OR CONTRACTOR					
Quantity: 45,000 rds annually (Offerors NTE prices should reflect receipt of between 30 and 70% of this quantity)					
DODIC	NOMENCLATURE	PRICE YR 2	PRICE YR 3	PRICE YR 4	PRICE YR 5
D563	Projectile, 155mm, HE APER, M483				
D651	Projectile, 8 Inch, HE DPICM, M509				
D562	Projectile, 155mm, HE APER, M449A 1				
D684	Projectile, 8 Inch, HE DPICM, M404				
D503	Projectile, 155mm, HE RAAM-L, M718				
	Composite				
These DODICs will be the bulk of this family.					
Please provide a not-to-exceed (NTE) unit price for the DODICs listed and a NTE Composite Unit Price for the entire family for each year. The NTE Composite Unit Price will be used to determine the total cost to the Government.					



# Proposed Oral Presentations

- ✓ **Government will not impute knowledge about the offeror**
- ✓ **Follow solicitation structure as stated in Section L**
  - **Operations**
  - **Health and Safety**
  - **Environmental (breakout R3 as 5<sup>th</sup> sub-factor?)**
  - **Security**
- ✓ **4 hr period, 15 minute break half way, you initiate the break**
- ✓ **Clarification not to exceed two hours**
- ✓ **Digital Submission of Slides prior to Oral Presentations**
- ✓ **Selected Offerors' oral presentation will be incorporated into the resulting contract**
- ✓ **Videotapes will be made**



# Small, Small Disadvantaged, and Woman Owned Business Requirements ?

## ✓ **Material condition of the contract**

## ✓ **Requirements**

- 23% Small Business of total contracted dollars for all Task Orders
- KO may compete families if contractors not able to achieve goals
- **Request industry input on goals, is it achievable?**
  - goal based on Subcontract dollars or Prime dollars?
  - other goals? Small Disadvantaged Bus. 5%; Woman Owned 5%; Hub Zone 3%; Veteran Owned 3%; Service Disabled Vet. 3%



# Partnering?

- ✓ **Cooperative arrangement attempts to draw strengths of each organization**
- ✓ **Team relationship promotes the achievement of mutually beneficial goals**
- ✓ **Bilateral makeup and participation is voluntary**
- ✓ **Costs agreed to by parties and shared equally with no change in contract price**
  - **Contractors shall not include costs associated with this partnering effort as part of this contract**
  - **Nor will such costs be allowable under this contract**
- ✓ **Request industry input on this concept**



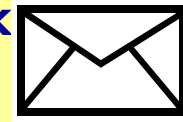
# Out-Year Orders

- ✓ **Asset demilitarization**
  - **Task Orders are planned for annual award - frequency will vary due to funding availability**
  - **Pricing will require five price points (30%, 40%, 50%, 60% and 70%)**
  - **Each contractor to receive between 30% and 70% of total assets**
    - **Request Industry Feedback on these percentages**
  - **Awards based on the following factors**
    - **Past performance**
    - **Cost/price**
    - **Schedule**
    - **Small Business Goals**



# Comments/Questions/Ideas- Industry Feedback Website

- ◆ Here's the Website to enter your comments/questions/ideas:
  - ◆ [HTTP://www.osc.army.mil/home/index.htm](http://www.osc.army.mil/home/index.htm)
  - ◆ Click on: Business and Employment Opportunities
  - ◆ Click on : AAIS (Selling to JMC)
  - ◆ Click on: Solicitation Information
  - ◆ Click on: Draft Solicitation/Scope of Work
- ◆ EMAIL your comments/questions/ideas to:  
[JMC-AmmoDemil@osc.army.mil](mailto:JMC-AmmoDemil@osc.army.mil)



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